

KEY FIGURES

EUR m	Q1-3 ¹ 2015	Q1-3 2016	Change		Q3 2015 ¹	Q3 2016
			%	EUR m		
Revenue	1,746.5	1,510.4	-13.5%	-236.2	571.6	439.3
<i>Revenue excl. trans-o-flex</i>	1,376.7	1,375.5	-0.1%	-1.2	446.3	439.3
thereof Mail & Branch Network Division	1,089.5	1,078.3	-1.0%	-11.2	351.5	341.6
thereof Parcel & Logistics Division	657.0	432.0	-34.2%	-225.0	220.1	97.7
<i>Parcel & Logistics Division excl. trans-o-flex</i>	287.2	297.2	3.5%	10.0	94.8	97.7
thereof Corporate	0.1	0.0	-69.7%	-0.1	0.0	0.0
Other operating income	50.4	50.1	-0.5%	-0.2	17.6	14.0
Raw materials, consumables and services used	-546.0	-384.0	29.7%	162.0	-186.0	-97.7
Staff costs	-813.6	-784.8	3.5%	28.8	-261.8	-239.5
Other operating expenses	-237.9	-200.2	15.8%	37.6	-81.9	-61.1
Results from financial assets accounted for using the equity method	-0.2	0.3	>100.0%	0.5	0.0	-0.3
Earnings before interest, tax, depreciation and amortisation (EBITDA)	199.3	191.8	-3.8%	-7.5	59.6	54.6
Depreciation, amortisation and impairments	-64.1	-56.3	12.1%	7.8	-20.9	-17.8
Earnings before interest and tax (EBIT)	135.2	135.5	0.2%	0.2	38.7	36.8
thereof Mail & Branch Network Division	208.6	197.6	-5.3%	-11.0	63.2	54.4
thereof Parcel & Logistics Division	16.5	24.7	50.3%	8.3	4.0	7.8
thereof Corporate/Consolidation	-89.8	-86.9	3.3%	2.9	-28.4	-25.4
Other financial result	2.6	-1.3	<-100.0%	-3.9	-0.8	-0.8
Earnings before tax (EBT)	137.8	134.2	-2.6%	-3.6	38.0	36.1
Income tax	-33.8	-33.8	0.1%	0.0	-11.3	-9.4
Profit for the period	104.1	100.5	-3.5%	-3.6	26.7	26.7
Earnings per share (EUR) ²	1.54	1.49	-3.3%	-0.05	0.39	0.39
Cash flow from operating activities	153.6	158.9	3.5%	5.4	45.9	49.6
Investments in property, plant and equipment (CAPEX)	-61.3	-56.3	8.1%	5.0	-29.3	-17.8
Free cash flow before acquisitions/securities	158.3	105.0	-33.7%	-53.3	20.6	33.0
Operating free cash flow³	112.0	128.9	15.0%	16.9	25.2	38.9

¹ The presentation of revenue in the Parcel & Logistics Division was adjusted. Exported services are recognised according to the net method (previously reported as revenue and expenses for services used).

² Undiluted earnings per share in relation to 67,552,638 shares

³ Free cash flow before acquisitions/securities and other cash flow from investing activities

